

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY

FINANCIAL STATEMENTS

DECEMBER 31, 2021

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Steuben County Industrial Development Agency
Bath, New York

Report on the Audit of the Financial Statements

Opinion

We have audited the accompanying financial statements of Steuben County Industrial Development Agency, a discretely presented component unit of the County of Steuben, New York, as of and for the years ended December 31, 2021 and 2020, and the related notes to the financial statements, which collectively comprise Steuben County Industrial Development Agency's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Steuben County Industrial Development Agency, a discretely presented component unit of the County of Steuben, New York, as of and for the years ended December 31, 2021 and 2020, and the respective changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Steuben County Industrial Development Agency and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Steuben County Industrial Development Agency's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Steuben County Industrial Development Agency's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Steuben County Industrial Development Agency's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 - 9, schedule of the agency's proportionate share of the net pension liability on page 22, and the schedule of agency's pension contributions on page 23 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Supplementary Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the supplementary schedule of straight lease projects basic financial statements. The accompanying supplementary schedule of straight lease projects is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplementary schedule of straight lease projects is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated March 25, 2022, on our consideration of Steuben County Industrial Development Agency's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Agency's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control over financial reporting and compliance.

EFPR Group, CPAs, PLLC

EFPR Group, CPAs, PLLC
Corning, New York
March 25, 2022

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
For the Year Ended December 31, 2021

The following is a discussion and analysis of Steuben County Industrial Development Agency's (the "Agency") financial performance for the year ended December 31, 2021. Management's discussion and analysis is a summary of the Agency's financial activities based on currently known facts, decisions, or conditions. The results of the current year are discussed in comparison with the prior year, with an emphasis placed on the current year. This section is only an introduction and should be read in conjunction with the Agency's financial statements, which immediately follow this section.

Financial Highlights

- Total assets amounted to \$5,089,867 and \$4,260,088 at December 31, 2021 and 2020, respectively. This represents a increase of \$829,779, or 19.5%, from the prior year. The increase in assets is primarily due to the increase in administrative income for the renewable energy projects that the Agency is involved in.
- Total operating revenues amounted to \$1,449,693 and \$606,486 for the years ended December 31, 2021 and 2020, respectively. This represents an increase of \$843,207, or 139.0%, from the prior year. As noted above, the increase in income is due to the administrative income received from the renewable energy projects that the Agency is involved in.
- Total operating expenses amounted to \$720,675 and \$947,373 for the years ended December 31, 2021 and 2020, respectively. This represents a decrease of \$226,698, or 23.9% from the prior year expenses. The decrease is a result of a one time investment the Agency made in 2020 to support the REDEC Steuben County Emergency Relief Fund.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the Agency's basic financial statements. This report includes the independent auditors' report, financial statements, notes to financial statements and required and other supplemental information that will enhance the reader's understanding of the financial condition of the Agency.

Required Financial Statements - The financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The financial statements include:

- **Statements of Net Position** - Present all assets, deferred outflows of resources, liabilities, deferred inflows of resources and net position of the Agency at December 31, 2021 and 2020. The statements provide information about the amounts and investments in resources (assets) and the obligations to creditors (liabilities).
- **Statements of Revenues, Expenses, and Changes in Net Position** - Present the financial activity for the years ended December 31, 2021 and 2020 and displays how this activity changed the Agency's net position. The statements provide information on the Agency's operations and can be used to determine if the Agency has recovered all of its costs through grants, user fees and other charges.
- **Statements of Cash Flows** - Present the cash provided and used in operations, investing and capital related financing activities during 2021 and 2020 and how it affects the cash balances at December 31, 2021 and 2020.
- **Notes to Financial Statements** - Provide information regarding the Agency and explain in more detail information included in the financial statements.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
For the Year Ended December 31, 2021

Other Financial Information

In addition to the basic financial statements and accompanying notes, this report also provides certain required supplementary information. This includes the schedule of agency's proportionate share of the net pension liability and the schedule of agency's pension contribution. Also included in this section are the notes to required supplementary information.

Presented as other supplementary information, the schedule of straight lease projects, immediately follows the required supplementary information.

Financial Analysis

The Agency provides financial incentives and technical assistance to businesses moving to or expanding in Steuben County where job and capital creation will help improve the economic climate of the County. Over time, increases or decreases in net position may serve as a useful indicator of whether the financial position of the Agency is improving or deteriorating. In the case of the Agency, assets and deferred outflows of resources exceeded liabilities and deferred inflows of resources by \$4,922,550 and \$4,181,339 at December 31, 2021 and 2020, respectively.

A condensed version of the Agency's statement of net position follows:

Table 1
Condensed Statements of Net Position
December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>	<u>Dollar Change</u>	<u>% Change</u>
Assets				
Current assets	\$ 3,500,691	\$ 2,471,507	\$ 1,029,184	41.6 %
Noncurrent assets	<u>1,589,176</u>	<u>1,788,581</u>	<u>(199,405)</u>	<u>(11.1)</u>
Total assets	<u>5,089,867</u>	<u>4,260,088</u>	<u>829,779</u>	<u>19.5</u>
Deferred Outflows of Resources	<u>216,258</u>	<u>182,229</u>	<u>34,029</u>	<u>18.7</u>
Liabilities				
Current liabilities	6,315	4,924	1,391	28.2
Noncurrent liabilities	<u>930</u>	<u>243,481</u>	<u>(242,551)</u>	<u>(99.6)</u>
Total liabilities	<u>7,245</u>	<u>248,405</u>	<u>(241,160)</u>	<u>(97.1)</u>
Deferred Inflows of Resources	<u>376,330</u>	<u>12,573</u>	<u>363,757</u>	<u>2,893.2</u>
Net Position				
Net investment in capital assets	1,589,176	1,630,710	(41,534)	(2.5)
Restricted net position	224,946	267,862	(42,916)	(16.0)
Unrestricted	<u>3,108,428</u>	<u>2,282,767</u>	<u>825,661</u>	<u>36.2</u>
Total net position	<u>\$ 4,922,550</u>	<u>\$ 4,181,339</u>	<u>\$ 741,211</u>	<u>17.7 %</u>

Net position increased from 2020 to 2021 due to an excess of revenues over expenses related to the increase in administrative income received from the multiple renewable energy projects that the Agency is involved in.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
For the Year Ended December 31, 2021

A condensed version of the Agency's statements of income, expenses, and changes in net position follows:

Table 2
Condensed Statements of Revenues, Expenses, and Changes in Net Position
For the Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>	<u>Dollar</u> <u>Change</u>	<u>%</u> <u>Change</u>
Operating Revenues				
Administrative income	\$ 1,364,615	\$ 517,550	\$ 847,065	163.7 %
Business development support	75,000	75,000	-	-
Other operating income	<u>10,078</u>	<u>13,936</u>	<u>(3,858)</u>	<u>(27.7)</u>
Total operating revenues	<u>1,449,693</u>	<u>606,486</u>	<u>843,207</u>	<u>139.0</u>
Operating Expenses				
Salaries and wages	345,137	356,844	(11,707)	(3.3)
Pension expense	18,255	77,616	(59,361)	(76.5)
Depreciation and amortization	53,234	62,474	(9,240)	(14.8)
Office expense	54,149	54,229	(80)	(0.1)
Insurance	54,874	69,738	(14,864)	(21.3)
REDEC Steuben County Emergency Relief Program	-	250,000	(250,000)	(100.0)
Loan forgiveness - CDBG	133,343	-	133,343	100.0
Other operating expenses	<u>61,683</u>	<u>76,472</u>	<u>(14,789)</u>	<u>(19.3)</u>
Total operating expenses	<u>720,675</u>	<u>947,373</u>	<u>(226,698)</u>	<u>(23.9)</u>
Operating Income (Loss)	729,018	(340,887)	1,069,905	313.9
Non-Operating Income	<u>12,193</u>	<u>16,708</u>	<u>(4,515)</u>	<u>(27.0)</u>
Change in Net Position	741,211	(324,179)	1,065,390	328.6
Net Position - Beginning	<u>4,181,339</u>	<u>4,505,518</u>	<u>(324,179)</u>	<u>(7.2)</u>
Net Position - Ending	<u>\$ 4,922,550</u>	<u>\$ 4,181,339</u>	<u>\$ 741,211</u>	<u>17.7 %</u>

The increase in income was due to the administrative income received from the multiple renewable energy projects that the Agency is involved in. The decrease in operating expenses is primarily due to the prior year investment the Agency made to support the REDEC Steuben County Emergency Relief Fund to provide access to capital for local businesses impacted by the COVID pandemic.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
For the Year Ended December 31, 2021

Another important factor in the consideration of fiscal condition is the Agency's cash position and statements of cash flows. A condensed version of the Agency's statements of cash flows follows:

Table 3
Condensed Statements of Cash Flows
For the Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Cash flows from operating activities	\$ 1,020,433	\$ (236,890)
Cash flows from capital and related financing activities	(11,700)	17,512
Cash flows from investing activities	<u>816,422</u>	<u>(229,288)</u>
Net change in cash and cash equivalents	1,825,155	(448,666)
Cash and cash equivalents - beginning	<u>1,062,354</u>	<u>1,511,020</u>
Cash and cash equivalents - ending	<u><u>\$ 2,887,509</u></u>	<u><u>\$ 1,062,354</u></u>

Capital Assets

The Agency's capital assets consist primarily of land and equipment associated with various Agency owned railroads as well as the office building that the Agency's offices are located in. Additionally, the Agency owns 72.09 acres of land designated as an industrial park.

Operations and Accomplishments

During the year, the Agency approved six projects which will leverage \$237 million in private investment. In addition, the Agency also accepted one application totaling over \$24 million in additional investment, that was submitted but had not received final approval as of December 31, 2021.

During the past reporting period the Agency's projects exceeded \$189 million in new private sector investment and generated \$11 million in PILOT revenue to municipalities and school districts throughout the County. Active Agency projects supported 6,661 jobs, slightly down from 2020 but still accounting for over \$926 million in payroll in the County, over \$100 million more than the previous year.

Outlined below are several major highlights for the year:

Renewable Energy Development - Staff continued to be actively engaged in the development of renewable energy projects in Steuben County. During the year the Agency closed on both Baron and Eight Point wind projects which total over \$500 million in new investment and will generate nearly 200 Mw of electricity annually. Canisteo Wind also announced they would be moving forward with their project in 2022 representing an additional \$329 million of investment.

In addition, the Agency closed on four additional solar projects in 2021 making Steuben County a statewide leader in renewable energy development.

Combined, the wind and solar developments represent \$1.2 billion in investment which will generate over 1,000 MgW of renewable energy, enough to power 160,000 homes.

LP Building Solutions - During the year, LP Building Solutions announced that they selected Bath, NY as the location for their Northeast Finishing facility for the company's siding division. The Agency worked with the company to identify the site and led efforts to develop an incentive package with various funding partners including ESD, NYSEG and the B&H Railroad. The \$24 million investment will be in operation in 2023 and support 61 new jobs.

Amazon - In 2020, Amazon announced their interest in developing a last mile distribution center in Bath, NY. The project stalled in 2021 due to identified traffic improvements needed on County Route 54 and Industrial Park Road.

To advance the project, the Agency negotiated a solution to have the Agency make the improvement with financial

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
For the Year Ended December 31, 2021

support of the company. The Agency also secured \$100,000 in ARPA funding from the County to support the proposed \$750,000 investment. The work is anticipated to be completed in 2022 allowing Amazon to proceed with their investment and job creation.

Other noteworthy business attraction efforts for the Agency include the following:

Wilkins RV - The Agency worked with the company to develop an incentive package to allow them to move forward with a \$2.7 million expansion of their service department including a new paint booth, which is a service not available in the region.

Corning Hospital Redevelopment - During the reporting period, both First Heritage Credit Union and Riedman Purcell celebrated the opening of their projects at the site. These two projects completed redevelopment efforts which attracted over \$40 million in new investment to the site. The Agency worked with ESD to close out the original ESD assistance that the Agency received for the site redevelopment.

Alstom - The Agency was successful in its submission of a \$3.6M EDA grant to support infrastructure development for Alstom's new shell plant.

Finger Lakes Community Health - Construction began in 2021 on this project in the Steuben County Industrial Park.

Clark Specialty - The Agency worked with Steuben County to secure an environmental easement from the DEC for the Babcock Ladder property allowing for transfer of the property from the Agency to Clark Specialty.

Factors Bearing on the Future of the Agency

This past year brought many challenges as the economy continued to deal with the impacts of the pandemic. Disruptions to the supply chain touched every business in the community, yet opportunities presented themselves.

During 2021, the Agency assisted with the expansion of the supply chain infrastructure to support continued growth in the transportation industry and attract new investment from overseas. The organization has also supported opportunities around logistics and transportation which are expected to drive new investments in communities along the interstate corridors next year. Expanded growth in distribution and the supporting infrastructure will add new jobs and repurpose existing sites and buildings.

In addition, growth in the renewable energy industry this past year has provided many of our rural communities and school districts with expanded tax bases and new revenue to reinvest. This comes at a time when many of these same towns work to recover from devastating flooding that occurred in 2021.

Companies like Compin expanded in the community to support continued growth at Alstom while Amazon moved forward with establishing a last mile distribution center in Bath.

The Compin Investment is a direct result of continued growth at Alstom and the company's construction of a new car shell manufacturing facility in Hornell. The Agency worked with the company and the community to secure a federal EDA grant to support infrastructure needs from the project. Construction began in 2021 and will be completed in 2022 supporting additional job growth related to new contract opportunities at Alstom.

In addition, the Agency committed resources to construct transportation infrastructure in Bath to support the Amazon expansion along with future business development opportunities along NYS Route 54 in the Town of Bath. Amazon's investment is expected to create both full and part time warehouse and delivery jobs.

Additional development in the Bath community occurred in 2021, as LP Building Solutions included the Agency's Industrial Park in their review of sites to support a \$24 million production facility. The company ultimately announced the Bath location as the company's choice to make this investment, sighting the availability of infrastructure and rail capacity as the primary reason for locating in Steuben County.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Management's Discussion and Analysis
For the Year Ended December 31, 2021

Both the Amazon and LP projects have brought a renewed interest in Bath which is driving additional development in the community. One area of future focus of the Agency is the former Philips lighting facility. The Agency continues to work with Philips on its clean up and redevelopment efforts and expects the facility to be torn down in 2022 making way for future development opportunities.

Renewable energy also continued to be a major focus of the Agency throughout the year. During the year, work began on the Baron Wind project, and the Eight Point Wind and Canisteo Wind projects received its final state approvals last year, paving the way for construction in 2022. During 2021, the Agency also approved 4 solar projects which will also be constructed in 2022. Combined, the wind and solar development in Steuben County next year will represent \$1.2 billion in investment which will generate over 1,000 MgW of renewable energy, enough to power 160,000 homes.

The County continues to invest into infrastructure development. After nearly 10 years, work is slated to begin in 2022 on the Hammondsport sewer project. In addition, an analysis is underway to expand water and sewer in the Town of Bath around Lake Salubria. This investment will not only help improve water quality in the impacted area, but it will open up additional development opportunities in the Bath community.

The newly announced investments in 2021 are in addition to continued economic growth of existing businesses. In total, current Agency projects in 2021 generated over \$10.5 million in revenue to local taxing entities through the PILOT income collected and impacted 6,786 jobs.

Companies such as HP Hood, Instant Brands, Gunlocke, Upstate Niagara and others continued to add jobs as the economy expands post pandemic resulting in added pressure on an already strained labor market. Partner resources are already driving efforts on talent attraction and labor participation. In 2022, the Agency will be working with local and regional partners to re-establish the former I-86 Workforce Development Committee to focus on addressing our local workforce concerns post pandemic.

These efforts and investments are all occurring during a gubernatorial election year where New York will have a new Governor elected for the first time in over a decade. The policy and program changes this election will likely bring are expected to drive local development focus, impacting future efforts of the organization.

The Agency anticipates the following in 2022:

- Continued investment in renewable energy throughout the County.
- Continued expansions of Alstom and the transit supply chain.
- Construction of a new manufacturing facility by LP Building Solutions.
- Redevelopment of the Philips building.
- Investments in transportation infrastructure to support Amazon's investment in Bath.
- Expansion of Wilkins RV.
- Site development.
- Workforce development investments.

Contacting the Agency's Financial Management

This financial report is written to provide citizens, investors and creditors with a general overview of the finances of the Agency and to demonstrate our accountability with the money we receive. If you have any questions about this report or need additional financial information, please contact:

Steuben County Industrial Development Agency
Mr. James Johnson, Executive Director
7234 Route 54 P.O. Box 393
Bath, New York, 14810
607-776-3316

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Statements of Net Position
December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Current Assets		
Cash and cash equivalents	\$ 2,662,563	\$ 794,492
Cash and cash equivalents - restricted	224,946	267,862
Certificates of deposit	604,924	1,409,153
Prepaid expenses	8,258	-
Total current assets	<u>3,500,691</u>	<u>2,471,507</u>
Noncurrent Assets		
Note receivable	-	157,871
Property and equipment - net	1,589,176	1,630,710
Total noncurrent assets	<u>1,589,176</u>	<u>1,788,581</u>
Total Assets	<u>5,089,867</u>	<u>4,260,088</u>
Deferred Outflows of Resources		
Deferred outflows of resources - pension	<u>216,258</u>	<u>182,229</u>
Current Liabilities		
Accounts payable	3,255	2,941
Accrued liabilities	3,060	1,983
Total current liabilities	<u>6,315</u>	<u>4,924</u>
Noncurrent Liabilities		
Net pension liability - ERS	<u>930</u>	<u>243,481</u>
Total Liabilities	<u>7,245</u>	<u>248,405</u>
Deferred Inflows of Resources		
Deferred inflows of resources - pension	276,330	12,573
Deferred inflows of resources - contract advances	100,000	-
Total deferred inflows of resources	<u>376,330</u>	<u>12,573</u>
Net Position		
Net investment in capital assets	1,589,176	1,630,710
Restricted net position - Millennium	224,946	267,862
Unrestricted	3,108,428	2,282,767
Total net position	<u>\$ 4,922,550</u>	<u>\$ 4,181,339</u>

The accompanying notes are an integral part of these financial statements.

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Statements of Revenues, Expenses, and Changes in Net Position
For the Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Operating Revenues		
Administrative income	\$ 1,364,615	\$ 517,550
Business development support	75,000	75,000
Lease income	3,774	7,288
Miscellaneous income	<u>6,304</u>	<u>6,648</u>
Total operating revenues	<u>1,449,693</u>	<u>606,486</u>
Operating Expenses		
Amortization	-	10,000
Conferences	3,486	2,648
Contract expense	7,595	6,250
Depreciation	53,234	52,474
Insurance	54,874	69,738
Loan forgiveness - CDBG	133,343	-
Maintenance	6,929	9,241
Office expense	54,149	54,229
Pension expense	18,255	77,616
Professional fees	10,014	22,384
Program expense	14,195	8,989
REDEC Steuben County Emergency Relief Program	-	250,000
Salaries and wages	345,137	356,844
Travel and entertainment	779	77
Utilities and telephone	6,701	7,136
Vehicle	<u>11,984</u>	<u>19,747</u>
Total operating expenses	<u>720,675</u>	<u>947,373</u>
Operating Income (Loss)	729,018	(340,887)
Non-Operating Income		
Interest income	12,193	7,350
Gain on sale of assets	<u>-</u>	<u>9,358</u>
Total non-operating income	<u>12,193</u>	<u>16,708</u>
Change in Net Position	741,211	(324,179)
Net Position - Beginning	<u>4,181,339</u>	<u>4,505,518</u>
Net Position - Ending	<u>\$ 4,922,550</u>	<u>\$ 4,181,339</u>

The accompanying notes are an integral part of these financial statements.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Statements of Cash Flows
For the Years Ended December 31, 2021 and 2020

	<u>2021</u>	<u>2020</u>
Cash Flows from Operating Activities		
Cash received from operating revenues	\$ 1,607,564	\$ 606,486
Cash paid for operating expenses	(687,131)	(843,376)
Cash received from grants	<u>100,000</u>	<u>-</u>
Net cash flows from operating activities	<u>1,020,433</u>	<u>(236,890)</u>
Cash Flows from Capital and Related Financing Activities		
Proceeds from sale of fixed assets	-	40,737
Purchases of fixed assets	(11,700)	-
Repayment of capital lease principal	<u>-</u>	<u>(23,225)</u>
Net cash flows from capital and related financing activities	<u>(11,700)</u>	<u>17,512</u>
Cash Flows from Investing Activities		
Interest income	12,193	6,611
Purchase of certificates of deposit	(604,924)	(1,312,629)
Redemption of certificates of deposit	<u>1,409,153</u>	<u>1,076,730</u>
Net cash flows from investing activities	<u>816,422</u>	<u>(229,288)</u>
Net Change in Cash and Cash Equivalents	1,825,155	(448,666)
Cash and Cash Equivalents - Beginning	<u>1,062,354</u>	<u>1,511,020</u>
Cash and Cash Equivalents - Ending	<u>\$ 2,887,509</u>	<u>\$ 1,062,354</u>
Cash and cash equivalents - unrestricted	\$ 2,662,563	\$ 794,492
Cash and cash equivalents - restricted	<u>224,946</u>	<u>267,862</u>
Cash and Cash Equivalents - Ending	<u>\$ 2,887,509</u>	<u>\$ 1,062,354</u>
Reconciliation of Change in Net Position to Net Cash Flows from Operating Activities		
Change in net position from operations	\$ 729,018	\$ (340,887)
Adjustments		
Depreciation and amortization	53,234	62,474
Changes in assets, liabilities and deferred outflows and inflows of resources		
Deferred outflows of resources - pension	(34,029)	(119,912)
Note receivable	157,871	-
Accounts payable	314	(747)
Prepaid expenses	(8,258)	-
Accrued liabilities	1,077	464
Deferred inflows of resources - pension	263,757	(18,991)
Deferred inflows of resources - contract advances	100,000	-
Net pension liability - ERS	<u>(242,551)</u>	<u>180,709</u>
Net cash flow from operating activities	<u>\$ 1,020,433</u>	<u>\$ (236,890)</u>

The accompanying notes are an integral part of these financial statements.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

Note 1. Summary of Significant Accounting Policies

Organization and Purpose - The Steuben County Industrial Development Agency (the Agency) has been established to aid Steuben County in promoting the economic welfare of its citizens and to actively promote, attract, encourage, and develop economically sound commerce and industry by enhancing job opportunities through assistance in constructing, maintaining and equipping industrial, commercial, manufacturing, and research facilities. The Agency is designed to function as a prime community resource.

Steuben County Industrial Development Agency is a public benefit corporation under Title I Article 18-A of New York Municipal Law for the purpose of encouraging financially sound companies to locate and expand in the County of Steuben, New York. The Agency is exempt from Federal income taxes and New York State franchise taxes.

The Agency is a discretely presented component unit of the County of Steuben, New York.

The Agency assists in the financing of projects through the sale of industrial revenue bonds. Under Section 103(c)(6) of the Internal Revenue Code (IRC), the interest on such bonds (up to a specific amount) issued by a political subdivision of a state is exempt from federal income taxes, subject to the limitations of the IRC.

The Agency exercises its mandated power and lawful authority to cause bonds to be issued, to have proceeds used to construct and equip facilities, to mortgage such facilities as security, and lease such facilities for rentals sufficient to repay bond proceeds and the related interest. The bonds are special obligations of the Agency payable solely from the revenues and receipts derived from the leasing or sale of the underlying facility, or from enforcement of any security provided by the mortgage and assignment. In effect, while the Agency serves as a vital conduit in arranging for the financing of construction and is the apparent owner of record, as a practical matter, bondholders look to the facility and to the owners of the beneficial interest therein for ultimate satisfaction of their debt. The agreements recite that neither the members of the Agency, nor any person executing the bonds is personally liable. It is contemplated that the beneficial owners of the facility will acquire the facility for a nominal consideration upon termination of the lease term and the repayment of the bond issued.

Because of the economic interest described above, the bond liabilities and the related assets consisting of underlying properties are not reflected in the financial statements of the Agency.

Basis of Accounting - The Agency complies with the provisions of GASB Statement No. 62, *Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements*. This statement codifies all sources of accounting principles generally accepted in the United States of America into the GASB's authoritative literature. The accounts of the Agency are maintained on the accrual basis of accounting. Proprietary funds are used to account for activities that are similar to those often found in the private sector. The measurement focus is on the determination of operating income, financial position, changes in net position and cash flows. Operating revenues include charges for services. Operating expenses include costs of services as well as materials, contracts, personnel and depreciation.

Future Changes in Accounting Standards

The Governmental Accounting Standards Board has issued the following pronouncements which will be implemented in the years required. The effects of the implementation of these pronouncements are not known at this time.

Statement No. 87 - *Leases*. Effective for fiscal years beginning after June 15, 2021.

Statement No. 91 - *Conduit Debt Obligations*. Effective for fiscal years beginning after December 15, 2021.

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

Statement No. 92 - *Omnibus 2020*. Effective for fiscal years beginning after June 15, 2021.

Statement No. 93 - *Replacement of Interbank Offered Rates*. Effective for fiscal years beginning June 15, 2021.

Statement No. 94 - *Public-Private and Public-Public Partnerships and Availability Payment Arrangements*. Effective for fiscal years beginning June 15, 2022.

Statement No. 96 - *Subscription-Based Information Technology Arrangements*. Effective for fiscal years beginning June 15, 2022.

Statement No. 97 - *Certain Component Unit Criteria, and Accounting and Financial Reporting for Internal Revenue Code Section 457 Deferred Compensation Plans*. Effective for fiscal years beginning after June 15, 2021.

Estimates - The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Basis of Presentation - The Agency complies with the provisions of GASB Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, and Statement No. 65, *Items Previously Reported as Assets and Liabilities*. These statements provide guidance on presenting deferred outflows, deferred inflows and net position. Net position represent assets and deferred outflows of resources less liabilities and deferred inflows of resources. GASB requires the classification of net position into three classifications defined as follows:

Net investment in capital assets - This component of net position consists of net capital assets reduced by outstanding balances of any related debt obligations and deferred inflows of resources attributable to the acquisition, construction, or improvement of those assets and increased by balances of deferred outflows of resources related to those assets.

Restricted net position - This component of net position is considered restricted if its use is constrained to a particular purpose. Restrictions are imposed by grant agreements with external organizations. Restricted net position is reduced by liabilities and deferred inflows of resources related to the restricted assets. At December 31, 2021 and 2020, the Agency had \$224,946 and \$267,862 in restricted net position. See Note 6 for further detail on restricted net position.

Unrestricted net position - This component of net position consists of all other net position that does not meet the definition of the above two components and is available for general use by the Agency.

Cash and Cash Equivalents - For the purposes of the statements of financial position and statements of cash flows, cash and cash equivalents include deposits with original maturities of three months or less. The Agency maintains cash and cash equivalents which periodically may exceed federally insured limits.

Cash and Cash Equivalents - Restricted - This account is used to record cash transactions relating to the restricted net position described further in Note 6.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

Certificates of Deposit - The Agency invests cash in excess of immediate needs in certificates of deposits with high credit quality financial institutions. Non-negotiable certificates of deposit are valued at cost plus accrued interest, which approximates fair value due to the short-term nature of these investments. Interest income, which approximate change in the fair value of the certificates of deposit, is recorded in the statements of revenues, expenses, and changes in net position.

Property and Equipment - Property and equipment acquired by the Agency are stated at cost (or estimated historical cost) including interest capitalized during construction where applicable. Contributed assets are recorded at fair market value at the date received. Assets purchased or acquired with a cost of \$1,000 or greater and a useful life exceeding one year are capitalized. Depreciation is recognized on a straight-line basis over the estimated useful lives of the assets. Depreciation is computed over the following periods:

Machinery and equipment	5 - 7 Years
Buildings, building improvements, and railroads	15 - 31.5 Years

Accounting and Financial Reporting for Pensions - The Agency complies with GASB Statement No. 68, *Accounting and Financial Reporting for Pensions - Amendment to GASB Statement No. 27* and GASB Statement No. 71, *Pension Transition for Contributions Made Subsequent to the Measurement Date - An Amendment of GASB Statement No. 68*. The primary objective of the Statements is to improve accounting and financial reporting by state and local governments for pensions. The implementation of the Statements requires the Agency to report as a liability its portion of the collective pension liability in the New York State and Local Employees' Retirement System. The implementation of the Statements also requires the Agency to report a deferred outflow and/or inflow for the effect of the net change in the Agency's proportion of the collective net pension liability and difference during the measurement period between the Agency's contributions and its proportion share of total contributions to the pension systems not included in pension expense. Also included as a deferred outflow is the Agency contributions to the pension system subsequent to the measurement date. See Note 7.

Deferred Outflows and Inflows of Resources - In addition to assets, the statements of net position will sometimes report a separate section for deferred outflows of resources. This separate financial statement element, deferred outflows of resources, represents a consumption of net position that applies to a future period and so will not be recognized as an outflow of resources (expense) until then. The Agency reports deferred outflows of resources related to the pension plan in the statement of net position. The types of deferred outflows of resources related to the pension plan are described in Note 7.

In addition to liabilities, the statements of net position will sometimes report a separate section for deferred inflows of resources. This separate financial statement element, deferred inflows of resources, represents an acquisition of net position that applies to a future period and so will not be recognized as an inflow of resources (revenue) until that time. The Agency reports deferred inflows of resources related to the pension plan which is described in Note 7.

During 2021, the Agency received \$100,000 in funding from the County of Steuben from the American Rescue Plan Act. These funds have not been spent by the Agency as of December 31, 2021 and are therefore recorded as deferred inflows of resources - contract advances on the statement of net position.

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

Note 2. Note Receivable

In September 2018, the Agency entered into an agreement with Corelle Brands to provide \$157,871 in assistance to support investments into the company and the creation of 25 jobs. The funding was established as a no principal or interest loan that would be forgivable if the company met its benchmarks within a three year period. The Agency monitored this agreement annually and because of several business factors including the impacts of COVID the company did not meet its obligation. In September 2021, the contract with the company was amended and a final payment of \$24,528 was made. The remainder of the loan was forgiven by the Agency and is recorded as \$133,343 in loan forgiveness on the statement of revenues, expenses and changes in net position as of December 31, 2021.

Note 3. Industrial Revenue Bond and Note Transactions

Certain industrial development revenue bonds and notes issued by the Agency are secured by property which is leased to companies and is retired by lease payments. The bonds and notes are not obligations of the Agency or the State. The Agency does not record assets or liabilities resulting from completed bond and note issues in its accounts, since its primary function is to arrange the financing between the borrowing companies and the bond and note holders. The funds arising from these transactions are controlled by trustees or banks acting as fiscal agents. For providing this service, the Agency receives bond administration fees from the borrowing companies. Such administrative fee income is recognized immediately upon issuance of the bonds and notes.

Note 4. Deposits and Investments

The Agency's investment policies are governed by state law. Collateral is required for demand deposits, certificates of deposit, and repurchase agreements not covered by federal deposit insurance. Obligations which may be pledged as collateral are obligations of the United States and its agencies and obligations of the State and its municipalities and school districts.

The Agency has a formal investment policy which is in compliance with the laws of the State of New York, Chapter 838, Title 7, Section 2925. The Agency is permitted to invest funds in the following types of investments: special time deposit accounts, certificates of deposit, obligations of the United States of America, obligations guaranteed by agencies of the United States of America where payment of principal and interest are guaranteed by the United States of America and obligations of the State of New York. All deposits of the Agency are public funds and shall have a pledge of collateral by the bank or trust company in which the funds are deposited. The Agency may contract for the purchase of investments through the following: directly, including through a repurchase agreement, from an authorized trading partner, by participation in a cooperative investment program with another authorized governmental entity or by utilizing an ongoing investment program with an authorized trading partner pursuant to a contract authorized by the governing board. It is the policy of the Agency to diversify its deposits and investments by financial institution, by investment instrument and by maturity scheduling. The Agency maintains a listing of financial institutions and dealers approved for investment purposes. The Agency also establishes appropriate limits to the amount of investments which can be made with each financial institution or dealer. The Agency maintains proper books and records supporting all investment and deposit accounts held by the Agency.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

The amounts on deposit in banking institutions and the related collateral as of December 31, 2021 are as follows:

	<u>Carrying Amount</u>	<u>Bank Balance</u>
Demand and savings deposits	\$ 2,887,509	\$ 2,827,986
Certificates of deposit	604,924	604,924
Total deposits	<u>\$ 3,492,433</u>	<u>\$ 3,432,910</u>
Covered by FDIC insurance		\$ 1,717,747
Pledged collateral		<u>1,715,163</u>
Total deposits		<u>\$ 3,432,910</u>

Certificates of Deposit

Non-negotiable certificates of deposit consisted of the following as of December 31, 2021:

<u>Fund</u>	<u>Amount</u>	<u>Interest Rate</u>	<u>Original Maturity</u>	<u>Final Maturity Date</u>
Five Star Bank	\$ 97,662	0.15%	12 month	7/21/2022
Five Star Bank	507,262	0.19%	12 month	7/14/2022
Total	<u>\$ 604,924</u>			

The certificates are subject to fixed interest rates ranging from .15% to .19% and have original maturities of 12 months, with penalties for early withdrawal. Any penalties would not have a material effect on the financial statements.

Note 5. Property and Equipment

Property and equipment consists of the following at December 31, 2021:

	<u>Beginning Balance</u>	<u>Increases</u>	<u>Decreases</u>	<u>Ending Balance</u>
Land	\$ 958,322	\$ -	\$ -	\$ 958,322
Machinery and equipment	44,807	11,700	-	56,507
Buildings, building improvements, and railroads	1,467,717	-	-	1,467,717
Sub-total	2,470,846	11,700	-	2,482,546
Less, accumulated depreciation	(840,136)	(53,234)	-	(893,370)
Property and equipment - net	<u>\$ 1,630,710</u>	<u>\$ (41,534)</u>	<u>\$ -</u>	<u>\$ 1,589,176</u>

Depreciation expense amounted to \$53,234 and \$52,474 for the years ended December 31, 2021 and 2020, respectively.

Note 6. Restricted Assets

Millennium - On December 4, 2008, Millennium Pipeline Company, L.L.C. agreed to contribute \$1,080,000, payable over a ten year period in annual installments, not to exceed \$108,000 per year to the Agency. The last payment was received by the Agency during the year ended December 31, 2018. The funds will continue to be used in Steuben County for economic development. The balance in the restricted net position of this commitment as of December 31, 2021 and 2020 was \$224,946 and \$267,862, respectively.

In April 2020, the Agency's Board of Directors approved a one time investment of \$250,000 from the Millennium restricted funds to REDEC to support the REDEC Steuben County Emergency Relief Fund to provide access to capital for local businesses impacted by the COVID pandemic.

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

Note 7. Employee Benefit Plan

Plan Description and Funding Policy

The Agency participates in the New York State and Local Employees' Retirement System (ERS). This is a cost-sharing multiple-employer retirement system. The System provides retirement benefits as well as death and disability benefits. The net position of the System is held in the New York State Common Retirement Fund (the Fund), which was established to hold all net assets and record changes in plan net position allocated to the System. The Comptroller of the State of New York serves as the trustee of the Fund and is the administrative head of the System. System benefits are established under the provisions of the New York State Retirement and Social Security Law (RSSL). Once a public employer elects to participate in the System, the election is irrevocable. The New York State Constitution provides that pension membership is a contractual relationship and plan benefits cannot be diminished or impaired. Benefits can be changed for future members only by enactment of a State statute. The System is included in the State's financial report as a pension trust fund. That report, including information with regard to benefits provided, may be found at www.osc.state.ny.us/retire/publications/index.php or obtained by writing to the New York State and Local Retirement System, 110 State Street, Albany, NY 12244.

The System is noncontributory except for employees who joined after July 27, 1976, who contribute 3 percent of their salary for the first ten years of membership, and employees who joined on or after January 1, 2010 who generally contribute 3.0 to 3.5 percent of their salary for their entire length of service. In addition, employee contribution rates under ERS tier VI vary based on a sliding salary scale. The Comptroller annually certifies the actuarially determined rates expressly used in computing the employers' contributions based on salaries paid during the Systems' fiscal year ending March 31.

Contributions for the current year and two preceding years were equal to 100 percent of the contributions required, and were as follows:

2021	\$	31,078
2020	\$	35,810
2019	\$	33,126

Pension Liabilities, Pension Expense, and Deferred Outflows of Resources and Deferred Inflows of Resources Related to Pensions

The total pension liability used to calculate the net pension liability was determined by an actuarial valuation. The Agency's proportion of the net pension liability was based on a projection of the Agency's long-term share of contributions to the System relative to the projected contributions of all participating members, actuarially determined. This information was provided by the ERS System in reports provided to the Agency. At December 31, 2021 and 2020, the Agency reported the following liability for its proportionate share of the net pension liability for the System, which was measured as of March 31, 2021 and March 31, 2020, respectively:

	<u>2021</u>	<u>2020</u>
Actuarial valuation date	4/1/2020	4/1/2019
Net pension liability	\$ 930	\$ 243,481
Agency's portion of the Plan's total net pension liability	0.0009337 %	0.0009195 %

At December 31, 2021, the Agency's proportion was 0.0009337%, which was an increase of 0.0000142 from its proportion measured as of December 31, 2020.

For the years ended December 31, 2021 and 2020, the Agency's recognized pension expense for ERS of \$18,255 and \$77,616, respectively. At December 31, 2021 and 2020, the Agency's reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

	Deferred Outflows of Resources	Deferred Inflows of Resources
<u>2021</u>		
Differences between expected and actual experience	\$ 11,354	\$ -
Changes of assumptions	170,946	3,224
Net difference between projected and actual investment earnings on pension plan investments	-	267,071
Changes in proportion and differences between employer contributions and proportionate share of contributions	2,880	6,035
Employer contributions subsequent to the measurement date	<u>31,078</u>	<u>-</u>
Total	<u>\$ 216,258</u>	<u>\$ 276,330</u>
<u>2020</u>		
Differences between expected and actual experience	\$ 14,330	\$ -
Changes in assumptions	4,903	4,233
Net difference between projected and actual investment earnings on pension plan investments	124,820	-
Changes in proportion and differences between employer contributions and proportionate share of contributions	2,366	8,340
Employer contributions subsequent to the measurement date	<u>35,810</u>	<u>-</u>
Total	<u>\$ 182,229</u>	<u>\$ 12,573</u>

The components of deferred outflows of resources and deferred inflows of resources, other than the difference between the projected and actual earnings on plan investments, are amortized into pension expense over a 5 year closed period, which reflects the weighted average remaining service life of all plan members, beginning the year in which the deferred amount occurs. The annual difference between the projected and actual earnings on plan investments is amortized over a five-year closed period beginning the year in which the difference occurs. The cumulative amounts of deferred outflows of resources and deferred inflows of resources reported will be recognized in pension expense as follows:

For the fiscal year ended:	
2022	\$ (17,888)
2023	(6,665)
2024	(14,951)
2025	<u>(51,646)</u>
Total	<u>\$ (91,150)</u>

Actuarial Assumptions

The total pension liability as of the measurement date was determined by using an actuarial valuation as noted in the table below, with update procedures used to roll forward the total pension liability to the measurement date. Significant actuarial assumptions used in the valuations were as follows:

Measurement dates	3/31/2021, 3/31/2020
Actuarial valuation dates	4/1/2020, 4/1/2019
Interest rate	5.9%, 6.8%, compounded annually
Salary scale	4.4%, 4.2%, indexed by service
Inflation	2.7%, 2.5%
Decrement table	Developed from the Plan's 2015 experience study of the period April 1, 2010 - March 31, 2015
Mortality improvement	Society of Actuaries Scale MP-2020

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

The actuarial valuation as of April 1, 2020 used the actuarial assumption of annuitant mortality rates based on April 1, 2015 - March 31, 2020 System's experience with adjustments for mortality improvements based on MP-2020. The previous actuarial valuation as of April 1, 2019 used the actuarial assumption of annuitant mortality rates based on April 1, 2010 - March 31, 2015 System's experience with adjustments for mortality improvements based on MP-2018.

The long term rate of return on pension plan investments was determined using a building block method in which best estimate ranges of expected future real rates of return (expected returns net of investment expense and inflation) are developed for each major asset class. These ranges are combined to produce the long term expected rate of return by weighting the expected future real rates of return by each the target asset allocation percentage and by adding expected inflation. Best estimates of the arithmetic real rates of return for each major asset class included in the target asset allocation for both of the years ended December 31, 2021 and 2020 are summarized below:

Asset Type	Long Term Expected Real Rate*		Target Allocation	
	2021	2020	2021	2020
Domestic equity	4.0 %	4.0 %	32.0 %	36.0 %
International equity	6.3 %	6.2 %	15.0 %	14.0 %
Private equity	6.8 %	6.8 %	10.0 %	10.0 %
Real estate	5.0 %	5.0 %	9.0 %	10.0 %
Opportunistic/absolute return strategies	4.5 %	3.3 %	3.0 %	5.0 %
Credit	3.6 %	- %	4.0 %	- %
Real assets	6.0 %	6.0 %	3.0 %	3.0 %
Fixed income	- %	- %	23.0 %	17.0 %
Cash	0.5 %	- %	1.0 %	1.0 %
Inflation-indexed bonds	- %	0.5 %	- %	- %
Bonds and mortgages	- %	0.8 %	- %	4.0 %
			<u>100.0 %</u>	<u>100.0 %</u>

*Real rates of return are net of a long-term inflation assumption of 2.0% and 2.5% for the years ended December 31, 2021 and 2020, respectively.

Discount Rate

The discount rate used to calculate the total pension liability was 5.9% and 6.8% for the years ended December 31, 2021 and 2020, respectively. The projection of cash flows used to determine the discount rate assumes that contributions from plan members will be made at the current contribution rates and that contributions from employers will be made at statutorily required rates, actuarially. Based upon the assumptions, the System's fiduciary net position was projected to be available to make all projected future benefit payments of current plan members. Therefore the long term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability.

STEBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Financial Statements

Sensitivity of the Proportionate Share of the Net Pension Liability to Changes in the Discount Rate Assumption

The following presents the Agency's proportionate share of the net pension liability (asset) as of December 31, 2021 and 2020, calculated using the discount rate of 5.9% and 6.8% per annum (the "current rate"), as well as what the Agency's proportionate share of the net position liability (asset) would be if it were calculated using a discount rate that is 1 percentage point lower (4.9% and 5.8%) or 1% point higher (6.9% and 7.8%) than the current rate:

	1% Decrease (4.9% and 5.8%)	Current Assumption (5.9% and 6.8%)	1% Increase (6.9% and 7.8%)
2021	\$ 258,055	\$ 930	\$ (236,200)
2020	\$ 446,856	\$ 243,481	\$ 56,171

Pension Plan Fiduciary Net Position

The components of the current year net pension liability of the employers as of valuation date was as follows:

	<u>2021</u>	<u>2020</u>
Valuation date	4/1/2020	4/1/2019
Employers' total pension liability	\$ 220,680,157,000	\$ 194,596,261,000
Plan net position	<u>(220,580,583,000)</u>	<u>(168,115,682,000)</u>
Employers' net pension liability	<u>\$ 99,574,000</u>	<u>\$ 26,480,579,000</u>
Ratio of plan net position to the employers' total pension liability	99.95 %	86.39 %

Note 8. Related Party Transactions

The Agency is related through common Board of Directors membership with the Steuben Area Economic Development Corporation (EDC), which also promotes economic development in the County.

Note 9. Railroad Agreement

During the year ended December 31, 2011, the Agency entered into an agreement with a railroad company that allows the company the use of rail facilities and equipment owned by the Agency in order for the company to operate, maintain, and conduct freight and other rail services in Steuben County. The terms of the agreement call for an annual fee of \$1, plus additional revenue sharing amounts once carload traffic reaches certain thresholds. The agreement was renewed in 2020 and expires in November 2031, with the option to renew for an additional term of 10 years.

Note 10. Reclassifications

Certain reclassifications have been made to the financial statements for the year ended December 31, 2020. These reclassifications are for comparative purposes only and have no effect on net position as originally reported.

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Schedule of Agency's Proportionate Share of the Net Pension Liability
For the Year Ended December 31, 2021

	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
The Agency's proportion of the net pension liability	0.0009337 %	0.0009195 %	0.0008859 %	0.0008698 %	0.0008838 %	0.0008623 %	0.0008751 %	0.0008751 %
The Agency's proportionate share of the net pension liability	\$ 930	\$ 243,481	\$ 62,772	\$ 28,073	\$ 83,042	\$ 138,408	\$ 29,561	\$ 39,543
The Agency's covered employee payroll	\$ 345,137	\$ 356,844	\$ 331,228	\$ 311,056	\$ 263,883	\$ 256,977	\$ 227,864	\$ 234,902
The Agency's proportionate share of the net pension liability as a percentage of covered employee payroll	0.27 %	68.23 %	18.95 %	9.03 %	31.47 %	53.86 %	12.97 %	16.83 %
Plan fiduciary net position as a percentage of the total pension liability	99.95 %	86.39 %	96.30 %	98.20 %	94.70 %	90.70 %	97.20 %	97.20 %

See accompanying notes to required supplementary information

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Schedule of Agency's Pension Contributions
For the Year Ended December 31, 2021

	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
Contractually required contribution	\$ 31,078	\$ 35,810	\$ 33,126	\$ 30,684	\$ 44,609	\$ 47,907	\$ 27,019	\$ 39,542	\$ 29,355	\$ 24,882
Contribution in relation to the contractually required contribution	<u>31,078</u>	<u>35,810</u>	<u>33,126</u>	<u>30,684</u>	<u>44,609</u>	<u>47,907</u>	<u>27,019</u>	<u>39,542</u>	<u>29,355</u>	<u>24,882</u>
Contribution deficiency (excess)	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>	\$ <u>-</u>
Covered payroll	\$ <u>345,137</u>	\$ <u>356,844</u>	\$ <u>331,228</u>	\$ <u>311,056</u>	\$ <u>263,883</u>	\$ <u>256,977</u>	\$ <u>227,864</u>	\$ <u>234,902</u>	\$ <u>225,983</u>	\$ <u>183,648</u>
Contribution as a percentage of covered employee payroll	9.00 %	10.04 %	10.00 %	9.86 %	16.90 %	18.64 %	11.86 %	16.83 %	12.99 %	13.55 %

See accompanying notes to required supplementary information

STEUBEN COUNTY INDUSTRIAL DEVELOPMENT AGENCY
Notes to Required Supplementary Information
For The Year Ended December 31, 2021

Note 1. Schedule of Agency's Proportionate Share of the Net Pension Liability and Schedule of Agency's Pension Contributions

The information presented in these required supplementary schedules was determined as part of the audit of the New York State Employees' Retirement System Plan. Additional information for the pension schedules can be found in the notes to the financial statements.

The Schedule of Agency's Proportionate Share of the Net Pension Liability is presented to illustrate the requirements to show information for 10 years. However, until a full 10-year trend is compiled, the Agency will present information for those years for which information is available.

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Corning Inc. Decker Parking Garage	Empire Pipeline Inc.	Corning Inc. Photonics Facility	Corning Inc. Photonics Plan Expansion
Project Code	4603 01 01A	4603 07 01A	AR008	4603 00 05A
Project Owner	Corning	Empire Pipeline	Corning	Corning
Project Address	Corning	Corning	Painted Post	Painted Post
Project Purpose Code	Construction	Transp.	Mfg	Mfg
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 9,800,000	\$ 3,200,000	\$ 7,650,000	\$ 28,700,000
Benefited Project Amount	\$ 9,788,523	\$ 3,170,000	\$ 7,625,627	\$ 27,784,900
Lease Amount	\$ 9,800,000	\$ 3,200,000	\$ 7,650,000	\$ 28,700,000
Tax Exemptions:				
Total Sales Tax Cap				
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	46,797	15,245	40,833	7,380
Local Property Tax	64,653	10,382	40,206	7,266
School Property Tax	137,621	58,936	186,141	33,640
Mortgage Recording Tax	-	-	-	-
Total Exemptions	249,071	84,563	267,180	48,286
County PILOT	44,458	14,898	33,944	7,195
Local PILOT	61,420	10,146	33,423	7,085
School District PILOT	130,740	57,595	154,734	32,799
Total PILOTS	236,618	82,639	222,101	47,079
Net Exemptions	\$ 12,453	\$ 1,924	\$ 45,079	\$ 1,207
Date Project Approved	03/29/01	04/26/07	06/26/97	09/28/00
Date IDA Took Title of Property	03/01/01	07/01/07	07/01/97	10/01/00
# of FTE's Employees at Project Location before IDA Status	54	-	-	-
Original Estimate of Jobs to be Created	350	-	1,000	-
Average Estimated Salary of Jobs to be Created	\$ 84,742	\$ 50,000	\$ -	\$ -
Original Estimate of Jobs to be Retained	54	-	-	-
Average Estimated Salary of Jobs to be Retained	\$ 84,742	\$ -	\$ -	\$ -
# of Current FTE Employees	584	-	285	-
# of FTE's Jobs Created During the Fiscal Year	-	-	30	-
# of FTE's Jobs Retained During the Fiscal Year	584	-	255	-
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	T&K Realty LLC	736 Addison Road LLC	BLW Properties	Corning Inc. Upgrade of Intg. Die Manuf.
Project Code	4603 06 06A	4603 05 04A	4603 05 01A	4603 10 06A
Project Owner	T & K Realty	Lexington Corp. Properties Trust	B. Wilkins	Corning
Project Address	Painted Post	Painted Post	Bath	Painted Post
Project Purpose Code	Services	Transport.	Other	Mfg
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 1,500,000	\$ 11,852,000	\$ 5,250,000	\$ 11,500,000
Benefited Project Amount	\$ 1,485,000	\$ 11,836,000	\$ 5,226,500	\$ 11,500,000
Lease Amount	\$ 1,500,000	\$ 11,852,000	\$ 5,250,000	\$ 11,500,000
Tax Exemptions:				
Total Sales Tax Cap				
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	6,809	51,970	21,190	10,055
Local Property Tax	6,705	51,172	11,934	9,901
School Property Tax	31,041	236,906	43,810	32,173
Mortgage Recording Tax	-	-	-	-
Total Exemptions	44,555	340,048	76,934	52,129
County PILOT	6,117	47,526	18,503	6,737
Local PILOT	6,024	46,796	10,421	6,634
School District PILOT	13,015	216,650	38,255	21,556
Total PILOTS	25,156	310,972	67,179	34,927
Net Exemptions	\$ 19,399	\$ 29,076	\$ 9,755	\$ 17,202
Date Project Approved	02/26/06	10/27/05	05/19/05	10/21/10
Date IDA Took Title of Property	06/01/06	11/01/05	07/01/05	10/21/10
# of FTE's Employees at Project Location before IDA Status	12	-	42	105
Original Estimate of Jobs to be Created	-	45	30	52
Average Estimated Salary of Jobs to be Created	\$ 38,000	\$ -	\$ 30,000	\$ 43,094
Original Estimate of Jobs to be Retained	12	-	42	105
Average Estimated Salary of Jobs to be Retained	\$ -	\$ -	\$ 31,950	\$ 55,708
# of Current FTE Employees	-	79	88	178
# of FTE's Jobs Created During the Fiscal Year	-	-	3	12
# of FTE's Jobs Retained During the Fiscal Year	-	79	85	166
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Corning Children's Center	Millennium Pipeline LLC	Arlington Storage Co LLC	Wyckoff Gas Storage Co LLC
Project Code	4603 08 06A	4603 08 06A	4603 08 05A	4603 09 01A
Project Owner	Corning	Millennium Pipeline LLC	Inergy	SemGas
Project Address	Corning	Corning	Bath	Jasper
Project Purpose Code	Services	Transport.	Transport.	Trans.
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 7,500,000	\$ 27,400,000	\$ 66,925,000	\$ 50,000,000
Benefited Project Amount	\$ 7,500,000	\$ 27,348,250	\$ 66,913,500	\$ 49,985,500
Lease Amount	\$ 1	\$ 27,400,000	\$ 66,925,000	\$ 50,000,000
Tax Exemptions:				
Total Sales Tax Cap				
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	26,340	246,106	330,571	162,435
Local Property Tax	36,390	171,925	216,439	244,575
School Property Tax	77,460	929,546	680,041	403,154
Mortgage Recording Tax	-	-	-	-
Total Exemptions	140,190	1,347,577	1,227,051	810,164
County PILOT	18,372	99,098	248,621	43,263
Local PILOT	25,382	103,141	162,731	65,140
School District PILOT	54,028	352,822	511,463	107,376
Total PILOTS	97,782	555,061	922,815	215,779
Net Exemptions	\$ 42,408	\$ 792,516	\$ 304,236	\$ 594,385
Date Project Approved	05/15/08	07/30/08	07/30/08	06/22/06
Date IDA Took Title of Property	06/01/08	11/01/08	02/01/10	02/01/09
# of FTE's Employees at Project Location before IDA Status	46	13	-	-
Original Estimate of Jobs to be Created	-	-	3	6
Average Estimated Salary of Jobs to be Created	\$ -	\$ 100,000	\$ 62,000	\$ 50,000
Original Estimate of Jobs to be Retained	46	13	-	-
Average Estimated Salary of Jobs to be Retained	\$ -	\$ 100,000	\$ -	\$ -
# of Current FTE Employees	43	-	4	5
# of FTE's Jobs Created During the Fiscal Year	-	-	-	-
# of FTE's Jobs Retained During the Fiscal Year	43	-	4	5
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Howard Wind LLC	NYSEG Corp Corning Valley Transmission	Corning Inc. Expansion of Glass Research	RM14 Holdings LLC Sr. Housing
Project Code	4603 10 03A	4603 10 01A	4603 10 04A	4603 11 01A
Project Owner	Howard Wind	Iberdrola	Corning	RM14 Holdings
Project Address	Howard	Erwin	Painted Post	Erwin
Project Purpose Code	Electric	Electric	Mfg.	Sr. Housing
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 90,000,000	\$ 53,000,000	\$ 9,200,000	\$ 9,108,163
Benefited Project Amount	\$ 90,000,000	\$ 53,000,000	\$ 9,200,000	\$ 9,108,163
Lease Amount	\$ 90,000,000	\$ 53,000,000	\$ 9,200,000	\$ 9,108,163
Tax Exemptions:				
Total Sales Tax Cap				
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	575,100	230,061	7,034	52,100
Local Property Tax	365,175	133,653	6,926	51,300
School Property Tax	1,156,950	624,121	32,063	237,500
Mortgage Recording Tax	-	-	-	-
Total Exemptions	2,097,225	987,835	46,023	340,900
County PILOT	88,911	251,407	4,712	25,735
Local PILOT	277,509	437,677	4,640	25,340
School District PILOT	172,433	554,805	21,482	117,313
Total PILOTS	538,853	1,243,889	30,834	168,388
Net Exemptions	\$ 1,558,372	\$ (256,054)	\$ 15,189	\$ 172,512
Date Project Approved	03/11/11	04/29/10	08/26/10	06/21/11
Date IDA Took Title of Property	11/01/10	02/23/11	10/01/10	07/01/11
# of FTE's Employees at Project Location before IDA Status	-	-	-	-
Original Estimate of Jobs to be Created	5	-	3	2
Average Estimated Salary of Jobs to be Created	\$ -	\$ -	\$ 60,000	\$ -
Original Estimate of Jobs to be Retained	-	-	-	-
Average Estimated Salary of Jobs to be Retained	\$ -	\$ -	\$ -	\$ -
# of Current FTE Employees	6	-	174	3
# of FTE's Jobs Created During the Fiscal Year	-	-	2	-
# of FTE's Jobs Retained During the Fiscal Year	6	-	172	3
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Corning Museum of Glass Renovation & Expansion	Howard Wind 2 Turbine Expan.	Erwin Hospitality Associates LLC Hampton Inn	26-32 Bridge St LLC
Project Code	4603 12 01A	4603 12 02A	4603 13 01A	4603 13 7A
Project Owner	Corning Property Mgmt	Everpower	Erwin Hospitality	26-32 Bridge St
Project Address	City of Corning	Howard	Erwin	City of Corning
Project Purpose Code	Other	Electric	Retail	Services
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 64,000,000	\$ 6,800,000	\$ 7,130,000	\$ 2,945,000
Benefited Project Amount	\$ 63,995,186	\$ 6,759,592	\$ 7,053,700	\$ 2,908,400
Lease Amount	\$ 1	\$ 1	\$ -	\$ 1
Tax Exemptions:				
Total Sales Tax Cap				
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	217,744	43,674	23,966	15,365
Local Property Tax	300,824	27,732	23,598	21,228
School Property Tax	640,336	87,552	109,250	45,185
Mortgage Recording Tax	-	-	-	-
Total Exemptions	1,158,904	158,958	156,814	81,778
County PILOT	140,601	7,343	18,339	7,744
Local PILOT	194,248	4,662	18,058	10,699
School District PILOT	413,477	14,720	83,600	22,774
Total PILOTS	748,326	26,725	119,997	41,217
Net Exemptions	\$ 410,578	\$ 132,233	\$ 36,817	\$ 40,561
Date Project Approved	02/23/12	08/12/11	02/28/13	07/25/13
Date IDA Took Title of Property	06/01/12	10/01/12	03/01/13	07/01/13
# of FTE's Employees at Project Location before IDA Status	110	-	-	93
Original Estimate of Jobs to be Created	13	-	12	8
Average Estimated Salary of Jobs to be Created	\$ 59,000	\$ -	\$ 25,000	\$ 35,306
Original Estimate of Jobs to be Retained	110	-	-	101
Average Estimated Salary of Jobs to be Retained	\$ 59,000	\$ -	\$ -	\$ 35,578
# of Current FTE Employees	142	-	10	126
# of FTE's Jobs Created During the Fiscal Year	-	-	-	-
# of FTE's Jobs Retained During the Fiscal Year	142	-	10	126
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Corning War Memorial Apts	Pulteney Plaza	Corning Diesel Expansion	Marsh Hill Wind Energy LLC
Project Code	4603 067	4603 13 03A	4603 13 04A	4603 13 02
Project Owner	Corning War Mem.	Pulteney Plaza	Corning Inc.	Marsh Hill Wind
Project Address	City of Corning	Riverside	Erwin	Jasper
Project Purpose Code	Other	Retail	Manufacturing	Trans., Elec.
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 1,596,000	\$ 4,500,000	\$ 250,000,000	\$ 31,800,000
Benefited Project Amount	\$ 1,568,500	\$ 4,452,595	\$ 249,829,650	\$ 31,772,000
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap				
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	7,024	23,509	167,781	134,275
Local Property Tax	9,704	59,523	165,205	202,175
School Property Tax	20,656	47,500	536,836	333,263
Mortgage Recording Tax	-	-	-	-
Total Exemptions	37,384	130,532	869,822	669,713
County PILOT	5,409	19,772	96,600	17,133
Local PILOT	7,472	10,341	95,117	24,718
School District PILOT	15,905	58,025	309,083	44,010
Total PILOTS	28,786	88,138	500,800	85,861
Net Exemptions	\$ 8,598	\$ 42,394	\$ 369,022	\$ 583,852
Date Project Approved	12/07/12	06/20/13	06/20/13	06/20/13
Date IDA Took Title of Property	02/01/13	11/01/13	07/01/13	03/01/14
# of FTE's Employees at Project Location before IDA Status	-	-	500	-
Original Estimate of Jobs to be Created	1	80	250	1
Average Estimated Salary of Jobs to be Created	\$ 26,235	\$ 21,886	\$35k - \$83k	\$30k - \$120k
Original Estimate of Jobs to be Retained	-	-	500	-
Average Estimated Salary of Jobs to be Retained	\$ -	\$ -	\$ 38,235	\$ 65,000
# of Current FTE Employees	-	45	907	4
# of FTE's Jobs Created During the Fiscal Year	-	-	91	-
# of FTE's Jobs Retained During the Fiscal Year	-	45	816	4
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	CFA Apartments	Hawkes, LLC	East Lake Holdings LLC	Riedman Purcel CH I LLC
Project Code	4603 14 03	4603 14 05	4603 14 02	4603 16 01
Project Owner	CFA Apartments	Hawkes, LLC	E Lake Holdings	Riedman Purcel
Project Address	City of Corning	City of Corning	Urbana	City of Corning
Project Purpose Code	Real Estate	Real Estate	Retail Trade	Other
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 13,330,936	\$ 1,500,000	\$ 4,850,000	\$ 6,250,000
Benefited Project Amount	\$ 13,305,936	\$ 1,484,500	\$ 4,830,000	\$ 6,240,000
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap				
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	44,559	9,658	10,778	-
Local Property Tax	61,560	13,343	12,397	-
School Property Tax	131,037	28,402	21,352	-
Mortgage Recording Tax	-	-	-	-
Total Exemptions	237,156	51,403	44,527	-
County PILOT	9,987	6,761	5,313	-
Local PILOT	13,798	9,340	6,111	-
School District PILOT	29,370	19,881	10,526	-
Total PILOTS	53,155	35,982	21,950	-
Net Exemptions	\$ 184,001	\$ 15,421	\$ 22,577	\$ -
Date Project Approved	06/19/14	01/15/15	03/27/14	08/25/16
Date IDA Took Title of Property	08/28/14	03/01/15	03/01/15	09/01/16
# of FTE's Employees at Project Location before IDA Status	-	9	-	-
Original Estimate of Jobs to be Created	2	-	27	3
Average Estimated Salary of Jobs to be Created	\$ 60,000	\$ -	\$ 29,000	\$ 30,766
Original Estimate of Jobs to be Retained	2	12	-	-
Average Estimated Salary of Jobs to be Retained	\$ 60,000	\$ 26,235	\$ -	\$ -
# of Current FTE Employees	2	12	17	-
# of FTE's Jobs Created During the Fiscal Year	-	-	1	-
# of FTE's Jobs Retained During the Fiscal Year	2	12	16	-
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Hilton Garden Inn	UNC Real Estate I, LLC	Corning Property Management Corp.	The Gunlocke Company
Project Code	4603 14 04	4603 17 03	4603 17 06	4603 17 01
Project Owner	Fitpatrick Holdings	Upstate Niagara	CPMCo	The Gunlocke
Project Address	City of Corning	Campbell	Erwin	Wayland
Project Purpose Code	Retail	Manufacturing	Manufacturing	Manufacturing
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 13,650,000	\$ 10,200,000	\$ 66,900,000	\$ 2,977,170
Benefited Project Amount	\$ 13,627,000	\$ 10,168,000	\$ 66,860,000	\$ 2,950,170
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap		120,000		
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	70,240	61,725	508,989	120,129
Local Property Tax	97,040	27,780	643,494	121,265
School Property Tax	206,560	129,757	1,740,158	286,036
Mortgage Recording Tax	-	-	-	-
Total Exemptions	373,840	219,262	2,892,641	527,430
County PILOT	20,917	6,356	459,325	76,171
Local PILOT	28,897	2,861	578,517	76,891
School District PILOT	61,511	13,362	1,579,283	171,076
Total PILOTS	111,325	22,579	2,617,125	324,138
Net Exemptions	\$ 262,515	\$ 196,683	\$ 275,516	\$ 203,292
Date Project Approved	08/13/14	07/28/17	11/16/17	03/17/17
Date IDA Took Title of Property	11/01/16	08/11/17	12/01/17	06/05/17
# of FTE's Employees at Project Location before IDA Status	-	-	2,836	601
Original Estimate of Jobs to be Created	40	150	-	150
Average Estimated Salary of Jobs to be Created	\$ 26,000	\$ 47,700	\$ 172,250	\$ 50,400
Original Estimate of Jobs to be Retained	-	-	2,836	601
Average Estimated Salary of Jobs to be Retained	\$ -	\$ -	\$ 172,250	\$ 50,400
# of Current FTE Employees	22	231	2,891	164
# of FTE's Jobs Created During the Fiscal Year	-	-	69	-
# of FTE's Jobs Retained During the Fiscal Year	22	231	2,822	164
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Red Lilac Properties, LLC	BD Realty Group	7100A Route 70/a LLC	Riedman-Purcell CH II LLC
Project Code	4603 17 03	4603 17 04	4603 170 5	4603 18 02
Project Owner	Manufacturing Automated Systems	Bath/Dansville Dental Prof.	7100 Route 70A LLC	Riedman-Purcell CH II
Project Address	Erwin	Bath	Homellsville	City of Corning
Project Purpose Code	Manufacturing	Services	Services	Other
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 300,000	\$ 1,666,000	\$ 8,934,206	\$ 15,220,000
Benefited Project Amount	\$ 294,500	\$ 1,654,000	\$ 8,916,706	\$ 15,210,000
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap	30,000	66,640	576,000	600,000
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	2,620	5,705	61,344	12,394
Local Property Tax	2,793	3,213	38,232	17,123
School Property Tax	12,206	11,725	143,424	36,448
Mortgage Recording Tax	-	-	-	-
Total Exemptions	17,619	20,643	243,000	65,965
County PILOT	909	1,402	27,374	3,287
Local PILOT	969	790	17,060	4,541
School District PILOT	4,236	2,882	64,000	9,665
Total PILOTS	6,114	5,074	108,434	17,493
Net Exemptions	\$ 11,505	\$ 15,569	\$ 134,566	\$ 48,472
Date Project Approved	7/21/2016	9/28/2017	9/28/2017	4/26/2018
Date IDA Took Title of Property	4/6/2017	10/23/2017	1/1/2018	9/7/2018
# of FTE's Employees at Project Location before IDA Status	8	6	24	-
Original Estimate of Jobs to be Created	5	7	5	3
Average Estimated Salary of Jobs to be Created	\$ 61,484	\$ 63,395	\$ 93,250	\$ 30,766
Original Estimate of Jobs to be Retained	8	6	24	-
Average Estimated Salary of Jobs to be Retained	\$ 61,484	\$ 60,666	\$ 93,250	-
# of Current FTE Employees	13	11	351	2
# of FTE's Jobs Created During the Fiscal Year	-	-	30	-
# of FTE's Jobs Retained During the Fiscal Year	13	11	321	2
# of FTE Construction Jobs during 2021	-	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Marzo Brown LLC	Corning Property Management Corporation C Building Renovation	FHFCU HQ LLC and FHFCU LOT LLC	54 W Market LLC
Project Code	4603 18 01	4603 18 05	4603 19 01	4603 19 07
Project Owner	Maria E. Marzo DDS P.C.	CPMCo	FHFCU HQ LLC and FHFCU LOT LLC	54 W Market LLC
Project Address	Town of Erwin	City of Corning	City of Corning	City of Corning
Project Purpose Code	Services	Other	Finance	Finance
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 1,863,000	\$ 25,000,000	\$ 10,300,000	\$ 2,264,175
Benefited Project Amount	\$ 1,855,000	\$ 24,980,000	\$ 10,275,000	\$ 2,244,993
Lease Amount	\$ 1	Tax Exemptions only	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap	66,000	2,000,000	360,000	61,000
State Sales Tax	\$ 6,957	\$ -	\$ -	\$ 5,845
Local Sales Tax	6,957	-	-	5,845
County Real Property Tax	6,591	-	5,751	-
Local Property Tax	6,489	-	7,945	-
School Property Tax	30,044	-	16,912	-
Mortgage Recording Tax	-	-	-	-
Total Exemptions	57,038	-	30,608	11,690
County PILOT	2,985	-	915	-
Local PILOT	2,939	-	1,264	-
School District PILOT	13,609	-	2,691	-
Total PILOTS	19,533	-	4,870	-
Net Exemptions	\$ 37,505	\$ -	\$ 25,738	\$ 11,690
Date Project Approved	2/22/2018	12/13/2018	4/25/2019	10/24/2019
Date IDA Took Title of Property	4/1/2018	12/13/2018	7/17/2019	11/15/2019
# of FTE's Employees at Project Location before IDA Status	12	300	73	0
Original Estimate of Jobs to be Created	10	-	20	-
Average Estimated Salary of Jobs to be Created	\$ 80,500	\$ -	\$ 61,950	\$ -
Original Estimate of Jobs to be Retained	12	300	73	-
Average Estimated Salary of Jobs to be Retained	\$ 80,500	\$ 232,688	\$ 61,950	\$ -
# of Current FTE Employees	15	12	76	-
# of FTE's Jobs Created During the Fiscal Year	-	-	2.00	-
# of FTE's Jobs Retained During the Fiscal Year	15	12	74	-
# of FTE Construction Jobs during 2021	-	-	-	11

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Empire Telephone Corporation	Abundant Solar Power (Troupsburg) LLC	MAS Red Lilac Properties, LLC Phase II
Project Code	4603 19 02	4603 19 12	4603 19 06
Project Owner	Empire Telephone Corporation	Abundant Solar Power (Troupsburg) LLC	Red Lilac Properties, LLC Phase II
Project Address	Town of Prattsburgh	Troupsburg	Painted Post
Project Purpose Code	Communication	Electric	Manufacturing
Not for Profit	No	No	No
New Tax Revenue if no Exemptions Granted			
Total Project Amount	\$ 1,385,000	\$ 7,892,050	\$ 5,865,000
Benefited Project Amount	\$ 1,377,500	\$ 7,858,050	\$ 5,861,250
Lease Amount	\$ 1	\$ 1	\$ 1
Tax Exemptions:			
Total Sales Tax Cap	106,000	196,000	152,600
State Sales Tax	\$ -	\$ -	\$ 1,877
Local Sales Tax	-	-	1,877
County Real Property Tax	4,242	40,260	-
Local Property Tax	3,809	28,121	-
School Property Tax	6,931	78,019	-
Mortgage Recording Tax	-	-	-
Total Exemptions	14,982	146,400	3,754
County PILOT	467	6,188	-
Local PILOT	420	4,322	-
School District PILOT	764	11,991	-
Total PILOTS	1,651	22,501	-
Net Exemptions	\$ 13,331	\$ 123,899	\$ 3,754
Date Project Approved	2/28/2019	12/11/2019	8/22/2019
Date IDA Took Title of Property	4/3/2019	12/13/2019	
# of FTE's Employees at Project Location before IDA Status	24	0	17
Original Estimate of Jobs to be Created	6	-	14
Average Estimated Salary of Jobs to be Created	\$ 54,000	\$ -	\$ 47,750
Original Estimate of Jobs to be Retained	24	-	17
Average Estimated Salary of Jobs to be Retained	\$ 54,000	\$ -	\$ 47,750
# of Current FTE Employees	29	2	-
# of FTE's Jobs Created During the Fiscal Year	3.00	-	-
# of FTE's Jobs Retained During the Fiscal Year	26	-	-
# of FTE Construction Jobs during 2021	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Canandaigua Power Partners, LLC 2019	Canandaigua Power Partners, LLC II 2019	2-4 Market Street, LLC	Automated Cells & Equipment LLC Acquisition
Project Code	4603 19 08	4603 19 09	4603 19 10	4603 19 04
Project Owner	Canandaigua Power Partners, LLC	Canandaigua Power Partners, LLC	2-4 Market Street, LLC	Automated Cells & Equipment LLC Acquisition
Project Address	Cohocton	Cohocton	Corning	Painted Post
Project Purpose Code	Electric	Electric	Retail Trade	Mfg
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 71,000,000	\$ 31,000,000	\$ 1,390,000	\$ 12,000,000
Benefited Project Amount	\$ 70,831,700	\$ 30,831,700	\$ 1,382,000	\$ 11,992,000
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap	112,000	48,000	72,000	-
State Sales Tax	\$ 37,216	\$ 15,950	\$ 7,176	\$ -
Local Sales Tax	37,216	15,950	7,176	-
County Real Property Tax	885,500	421,215	7,200	2,900
Local Property Tax	617,750	294,608	9,947	2,855
School Property Tax	1,813,011	683,726	21,172	13,219
Mortgage Recording Tax	-	-	-	-
Total Exemptions	3,390,693	1,431,449	52,671	18,974
County PILOT	102,133	67,947	1,379	1,740
Local PILOT	71,251	47,402	1,906	1,713
School District PILOT	397,028	129,113	4,057	7,932
Total PILOTS	570,412	244,462	7,342	11,385
Net Exemptions	\$ 2,820,281	\$ 1,186,987	\$ 45,329	\$ 7,589
Date Project Approved	10/24/2019	10/24/2019	10/24/2019	4/25/2019
Date IDA Took Title of Property	12/6/2019	12/6/2019	10/16/2019	4/25/2019
# of FTE's Employees at Project Location before IDA Status	9	0	0	60
Original Estimate of Jobs to be Created	-	-	18	-
Average Estimated Salary of Jobs to be Created	\$ 82,500	\$ -	\$ 34,980	\$ -
Original Estimate of Jobs to be Retained	9	-	-	60
Average Estimated Salary of Jobs to be Retained	\$ 82,500	\$ -	\$ -	\$ 63,000
# of Current FTE Employees	9	-	16	55
# of FTE's Jobs Created During the Fiscal Year	-	-	-	4
# of FTE's Jobs Retained During the Fiscal Year	9	-	16	51
# of FTE Construction Jobs during 2021	-	104	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Bright Hill Solar LLC	NY Bath I, LLC	Riedman Purcell CH II, LLC Phase 2	B&H Railcorp
Project Code	4603 20 02	4603 20 01	4603 19 13	4603 20 04
Project Owner	Bright Hill Solar, LLC	NY Bath I, LLC	Riedman Purcell CH II, LLC Phase 2	B & H Railcorp
Project Address	Dansville	Bath	Corning	Steuben County
Project Purpose Code	Electric	Electric	Other	Transport
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 6,438,930	\$ 8,633,219	\$ 8,720,000	\$ 750,000
Benefited Project Amount	\$ 6,349,930	\$ 8,530,719	\$ 8,607,800	\$ 740,000
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap	317,114	406,042	280,000	-
State Sales Tax	\$ -	\$ 8,400	\$ 36,373	\$ -
Local Sales Tax	-	8,400	36,373	-
County Real Property Tax	-	-	-	16,012
Local Property Tax	-	-	-	11,431
School Property Tax	-	-	-	43,437
Mortgage Recording Tax	-	-	-	-
Total Exemptions	-	16,800	72,746	70,880
County PILOT	-	-	-	11,450
Local PILOT	-	-	-	7,825
School District PILOT	-	-	-	30,720
Total PILOTS	-	-	-	49,995
Net Exemptions	\$ -	\$ 16,800	\$ 72,746	\$ 20,885
Date Project Approved	5/28/2020	5/28/2020	1/23/2020	7/1/2020
Date IDA Took Title of Property	7/1/2020	6/1/2020	2/1/2020	12/1/2001
# of FTE's Employees at Project Location before IDA Status	0	0	0	18
Original Estimate of Jobs to be Created	-	-	-	-
Average Estimated Salary of Jobs to be Created	\$ -	\$ -	\$ -	\$ -
Original Estimate of Jobs to be Retained	-	-	3	18
Average Estimated Salary of Jobs to be Retained	\$ -	\$ -	\$ -	\$ 55,467
# of Current FTE Employees	-	-	-	2
# of FTE's Jobs Created During the Fiscal Year	-	-	-	-
# of FTE's Jobs Retained During the Fiscal Year	-	-	-	-
# of FTE Construction Jobs during 2021	-	80	1	1

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	NY Troupsburg I, LLC	BLW Properties, LLC	Baron Winds, LLC	Canisteo Solar I, LLC
Project Code	4603 20 08	4603-21-03	4603 19 03	4603-21-04
Project Owner	NY Troupsburg I, LLC	BLW Properties, LLC	Baron Winds, LLC	Canisteo Solar I, LLC
Project Address	Troupsburg	Bath	Wayland	Hornell
Project Purpose Code	Electric	Other	Clean Energy	Clean Energy
Not for Profit	No	No	No	No
New Tax Revenue if no Exemptions Granted				
Total Project Amount	\$ 9,346,173	\$ 2,689,400	\$ 304,171,000	\$ 8,788,740
Benefited Project Amount	\$ 9,228,173	\$ 2,669,896	\$ 304,096,000	\$ 8,700,940
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap	406,042	120,000	8,000,000	227,150
State Sales Tax	\$ 21,200	\$ 12,000	\$ 566,065	\$ -
Local Sales Tax	21,200	12,000	566,065	-
County Real Property Tax	-	-	-	-
Local Property Tax	-	-	-	-
School Property Tax	-	-	-	-
Mortgage Recording Tax	-	-	-	-
Total Exemptions	42,400	24,000	1,132,130	-
County PILOT	-	-	-	-
Local PILOT	-	-	-	-
School District PILOT	-	-	-	-
Total PILOTS	-	-	-	-
Net Exemptions	\$ 42,400	\$ 24,000	\$ 1,132,130	\$ -
Date Project Approved	12/10/2020	7/22/2021	5/28/2020	7/22/2021
Date IDA Took Title of Property	12/23/2020	8/25/2021	9/20/2021	12/15/2021
# of FTE's Employees at Project Location before IDA Status	0	0	0	0
Original Estimate of Jobs to be Created	-	-	-	-
Average Estimated Salary of Jobs to be Created	\$ -	\$ -	\$ -	\$ -
Original Estimate of Jobs to be Retained	-	-	-	-
Average Estimated Salary of Jobs to be Retained	\$ -	\$ -	\$ -	\$ -
# of Current FTE Employees	-	-	-	-
# of FTE's Jobs Created During the Fiscal Year	-	-	-	-
# of FTE's Jobs Retained During the Fiscal Year	-	-	-	-
# of FTE Construction Jobs during 2021	80	-	-	-

Steuben County Industrial Development Agency
Schedule of Straight Lease Projects
For the Year Ended December 31, 2021

Project Name	Clark Specialty	NY Arkport Crossett Road Solar, LLC	NY Pulteney I, LLC	Thurston Ridge Solar, LLC
Project Code	4603 21 01	4603 20 07	4603 21 06	4603 21 05
Project Owner	Clark Specialty	NY Troupsburg I, LLC	NY Pulteney I, LLC	Thurston Ridge Solar, LLC
Project Address	Bath	Troupsburg	Pulteney	Thurston Ridge
Project Purpose Code	Manufacturing	Electric	Clean Energy	Solar, LLC
Not for Profit	No	No	No	Clean Energy
New Tax Revenue if no Exemptions Granted				No
Total Project Amount	\$ 100,000	\$ 8,287,000	\$ 6,160,000	\$ 8,971,755
Benefited Project Amount	\$ 100,000	\$ 8,204,130	\$ 6,098,400	\$ 8,882,055
Lease Amount	\$ 1	\$ 1	\$ 1	\$ 1
Tax Exemptions:				
Total Sales Tax Cap	100,000	280,668	278,000	186,584
State Sales Tax	\$ -	\$ -	\$ -	\$ -
Local Sales Tax	-	-	-	-
County Real Property Tax	-	-	-	-
Local Property Tax	-	-	-	-
School Property Tax	-	-	-	-
Mortgage Recording Tax	-	-	-	-
Total Exemptions	-	-	-	-
County PILOT	-	-	-	-
Local PILOT	-	-	-	-
School District PILOT	-	-	-	-
Total PILOTS	-	-	-	-
Net Exemptions	\$ -	\$ -	\$ -	\$ -
Date Project Approved	2/25/2021	3/25/2021	9/23/2021	7/22/2021
Date IDA Took Title of Property	2/26/2021	7/19/2021	12/23/2021	12/15/2021
# of FTE's Employees at Project Location before IDA Status	32	0	0	0
Original Estimate of Jobs to be Created	10	-	-	-
Average Estimated Salary of Jobs to be Created	\$ 30,000	\$ -	\$ -	\$ -
Original Estimate of Jobs to be Retained	32	-	-	-
Average Estimated Salary of Jobs to be Retained	\$ 30,000	\$ -	\$ -	\$ -
# of Current FTE Employees	39	-	-	-
# of FTE's Jobs Created During the Fiscal Year	-	-	-	-
# of FTE's Jobs Retained During the Fiscal Year	39	-	-	-
# of FTE Construction Jobs during 2021	-	-	-	-

**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND
ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS
PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

To the Board of Directors
Steuben County Industrial Development Agency
Bath, New York

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States the financial statements of Steuben County Industrial Development Agency as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise Steuben County Industrial Development Agency's basic financial statements, and have issued our report thereon dated March 25, 2022.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Steuben County Industrial Development Agency's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Steuben County Industrial Development Agency's internal control. Accordingly, we do not express an opinion on the effectiveness of Steuben County Industrial Development Agency's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or, significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether Steuben County Industrial Development Agency's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of This Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the result of that testing, and not to provide an opinion on the effectiveness of the Agency's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Agency's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

EFPR Group, CPAs, PLLC

EFPR Group, CPAs, PLLC
Corning, New York
March 25, 2022